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1 THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION
2
3 In the Matter of:)
4)
5 CATALYST HEDGED FUTURES STRATEGY) File No. C-08400-A
6 FUND)
7
8 SUBJECT: Catalyst Hedged Futures Strategies
9 National Open House HFX and CFH, 9/13/16
10 PAGES: 1 through 51

AUDIO TRANSCRIPTION

Diversified Reporting Services, Inc.
(202) 467-9200

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1 PROCEEDINGS

2 MIKE: Welcome, everyone. And thank you for

3 attending our bimonthly Catalyst Funds Portfolio Managers

4 Open House Conference Call.

5 Before we begin, I'd like to remind everyone

6 today's call may include forward-looking statements.

7 These statements represent the firm's belief regarding

8 future events that by their nature are uncertain and

9 outside of the firm's control.

10 The firm's actual results and financial

11 condition may differ, sometimes materially from what is

12 indicated in those forward-looking statements.

13 Please take a moment to review the fund's fact

14 sheet and prospectus. These documents include some

15 important risk considerations that investors should

16 carefully consider, such as investment objectives, risks,

17 charges, and expenses. And they can be reviewed prior to

18 investing in any of the catalyst funds.

19 This and other information about the funds can

20 be obtained by contacting our internal sales desk at

21 646-827-2761, on our website, catalystmutualfunds.com

22 or by reaching out to your regional wholesaling

23 representative.

24 Today we have Ed Walzack and Kimberly Rios on

25 the line, who are the manager and co-manager of the

1 When we get to the Q&A portion of the call, I will
2 announce you by your area code and the prefix of your
3 phone number, and you'll hear your line become unmuted.
4 And at this time, I will now hand the call over
5 to Ed and Kimberly. Guys, all yours.

6 MR. WALZACK: Thanks, Mike. And thanks, again,
7 everyone joining the call. I will, as usual, give you an
8 overview and Kimberly will cover the commodity fund. And
9 then we'll leave as much time as possible for questions
10 after the overviews.

11 So let me start with the S&P fund on the put
12 side of our strategy. There's not very much to talk
13 about, but I know that folks take interest when we see
14 some volatility spikes and some downward movement in
15 equity markets.

16 So let me remind you of what we do in the put
17 side of our strategy. The put side of the strategy is
18 designed to capture volatility spikes, but we do not even
19 enter positions until the term structure of volatility
20 flattens.

21 And what that means in layman's terms is that
22 volatility priced into options becomes more even in terms
23 of nearby versus longer dated options expirations.

24 In other words, when you look at the VIX,
25 that's a 30-day-to-expiration options measure. We look

<p style="text-align: right;">Page 5</p> <p>1 at 60-, 90-, 120-, 150-day and so on measures of 2 volatility built into options pricing. 3 And when those measures start to equalize -- 4 the normal conditions, by the way, when you see a low VIX 5 -- a VIX of 11, 12, 13, 14, 15 -- a low VIX, the normal 6 condition is that when you go out further in duration of 7 options expiration, you get a higher volatility built in. 8 When you get a spike in the VIX, that curve 9 will flatten and that flat curve is what signals us to 10 begin trading puts. 11 So the bottom line is for some time now, we 12 have had basically no put positions on in the fund. 13 Volatility has been low. The curve has been in contango, 14 meaning a very cheap VIX and more expensive in longer 15 dated options. That drives us into call option positions 16 above the market. 17 However, what I wanted to mention today, so 18 first of all, know that we still have basically no put 19 positions on in the fund. 20 The conditions necessary for us to enter put 21 positions were marginally realized on Friday. They came 22 off on Monday. They are once again, as I speak to you 23 today, back in place in a marginal sense, meaning that 24 curve has begun to flatten. 25 It's come into a level of flatness. We look at</p>	<p style="text-align: right;">Page 7</p> <p>1 And that resulted in a nice runup in the fund's 2 NAV over the last four, to six, to eight weeks. And I 3 mentioned in the last call that our biggest downside risk 4 was the fact that we had significant unrealized gains on 5 the books that, in the event of sudden downturn, some -- 6 or some significant portion, a material portion of those 7 gains might evaporate in the market downturn. 8 Let me describe -- because that's exactly what 9 we saw on Friday, by the way. But let me describe a 10 little bit more about how that occurs. 11 Those of you who are familiar with the strategy 12 know that what we do on the call side, we like call 13 options from a risk-return standpoint. The example I 14 like to use is you buy a stock at 50 bucks. It goes down 15 to \$40, you lose \$10. Maybe you can buy a call option 16 with a \$50 strike for \$2. 17 You pay \$2 for your call option, and the stock 18 goes to \$40, you're going to lose \$2 instead of \$10. 19 So what we do is we take that and say, we don't 20 even want to lose \$2. So we sell other call options 21 above the ones that we buy. So we might sell -- we might 22 buy a call option for \$2 and sell two of them above the 23 market for a dollar apiece. Net-net, we have no capital 24 at risk. If the market tanks, then we're going to break 25 even.</p>
<p style="text-align: right;">Page 6</p> <p>1 actual quantitative measures of the slope of the curve. 2 And by those measures, we are now marginally able to put 3 on put positions. 4 I can tell you that from a discretionary point 5 of view we have chosen not to do that. I'll get to our 6 call positions in a moment. We're still concentrating on 7 taking unrealized gains out of our call positions. 8 So although we have analytically, 9 quantitatively a marginal green light to enter put 10 positions, we've chosen not to do that. 11 We have an options expiration coming up on 12 Friday, another one at the end of September. So we will 13 wait until that put position both gets a little more 14 ideal, or the put signal from our volatility analytics 15 gets more ideal. As I said, it's marginal now. It's in 16 our range. But certainly, the curve is not flat yet. 17 It's almost flat so to speak. 18 And we're still focusing our efforts on 19 managing our call positions. So let me talk about that. 20 So two weeks ago for those of you who were not on the 21 call, I mentioned that the good news was that we had 22 significant positions on in options expirations all the 23 way out through the middle of October, and that the 24 market had cooperated by entering the sweet spot of those 25 call option positions.</p>	<p style="text-align: right;">Page 8</p> <p>1 That's how we start positions in the fund. 2 What happens is if the market moves according to the way 3 we'd like it to move, then we gradually built up profit 4 in those positions. 5 So now the call option we paid \$2 for might be 6 worth \$4, and because the ones we sold are further away 7 from the money, they might be worth a dollar and a half. 8 So the net of that position is all of a sudden, we're 9 looking at a net long option premium of a dollar on each 10 of those positions. 11 And what that means is as the fund generates 12 profits, we generally hold these positions into 13 expiration because that's where they have their maximum 14 profit. 15 But like, any portfolio managers, we have the 16 decision points around when to take partial profits. 17 Again, if you were a stock picker in your portfolio, you 18 might buy a stock at \$50 and say, I've got a 12-month 19 price target on this thing at \$70. 20 Next thing you know in a month it's up to \$60. 21 So you look at it and you say, well, my price -- my 22 analytics still tell me I can get to \$70 with this stock, 23 but I'm at \$60. Do I take some off the table? How much 24 do I take off the table? Do I leave the whole thing in 25 place because I'm confident we're going to \$70?</p>

<p style="text-align: right;">Page 9</p> <p>1 We face those same decisions in our options 2 positions when we have profits, unrealized gains, knowing 3 that in that stock example, if the market turns south, 4 your \$60, \$10 unrealized gain may go back to zero or even 5 worse. 6 In our case, we can only go back to zero. 7 That's the way we structure the positions. But we have 8 the same -- the same decisions to make around when to 9 take partial profits, how much to take, how many 10 positions to take off, et cetera. 11 We have the added decision factor of the fact 12 that options are wasting assets, meaning in the stock 13 example, you can hold the stock forever if you like. 14 With options, they have an expiration date. So we have 15 that clock ticking standpoint, as well, to take into 16 consideration. 17 So the net of all this stuff means that when I 18 talked to you two weeks ago, we were sitting on about 35 19 cents roughly -- 35 to 40 -- somewhere in that 20 neighborhood of NAV in the fund in unrealized gains. And 21 I think I mentioned to you that our main focus was to 22 begin to take some of that off the table, trying to do so 23 in a way that still preserves some of our upside, but 24 protected some of that gain. 25 So I can tell you we were about 50 percent</p>	<p style="text-align: right;">Page 11</p> <p>1 the market tanks. 2 So since that time fortunately with a flat NAV, 3 we've been able to take about half of that off the table. 4 We're continuing to do so today and continue on into the 5 subsequent expiration periods. 6 But that gives you a sense for where the 7 portfolio is now. It really is a long call option, and 8 we're -- according with our strategy and according with 9 our PM discretion, we're taking those profits off the 10 table at a rate that is -- again, consistent with our 11 judgement about balancing the risk and the reward. 12 But what you saw in terms of the fund's decline 13 on Friday was a chunk of those unrealized gains 14 evaporating. It's an important point to understand that 15 the fund was down I think 20 cents on some of the share 16 classes on Friday. S&P was down about 55 points. If the 17 S&P was down 500 points, the fund would have probably 18 lost another nickel or dime. 19 So it's not a scenario where we are long the 20 market and exposed to downside risk. That's not what we 21 do. What you see in a scenario like that is some 22 unrealized gains that we are unable -- or elected not to 23 take off the table all at once evaporating in a sudden 24 market decline. 25 And similarly you saw that -- some of that</p>
<p style="text-align: right;">Page 10</p> <p>1 successful. And actually, we executed the plan that we 2 put in place, and that means that we took about half of 3 those profits off the table. 4 If you check your NAV history, we are -- 5 interesting enough -- as of last night's close, we are 6 sitting at the exact NAV in the fund as we were when I 7 spoke to you two weeks ago. 8 And during that time, two weeks ago, we had 9 somewhere between 35 and 40 cents of fund NAV in 10 unrealized gains. 11 Coming into today that number was about half, 12 somewhere in the 17 cents -- 17, 18 cents of NAV was at 13 risk from unrealized gains evaporating. 14 Another way to give you the feel for how the 15 portfolio behaves, as I said, we start out by doing call 16 spreads that we don't pay any money for. 17 Then we accumulate unrealized gains. What that 18 does is it turns the entire fund portfolio into a call 19 option. 20 So when I say we're sitting with an unrealized 21 gain of 35 or 40 cents, that's as though we took the 22 entire fund portfolio and bought S&P call options and 23 spent about 35 or 40 cents of the fund's NAV. 24 So we're sitting here with a call option. We 25 can't go below zero, but we can lose 35 or 40 cents if</p>	<p style="text-align: right;">Page 12</p> <p>1 recovery occur yesterday. You'll see a little bit more 2 give-back today if the market stays lower as it appears 3 to be doing so far today. 4 But again, think of the portfolio now as a 5 single, long call option where certainly if the market 6 declines, the value of that call option will decline. 7 But it can't go below zero. 8 In our case, zero is currently roughly about 15 9 to 18 cents lower than yesterday's close. I'll put a 10 slight asterisk to that, by the way. But with the 11 nuances of option pricing, there is a small chance that 12 the whole thing flips negative. But then you have 13 negative call premium above the market. That's not a 14 downside risk. That's just something that -- you know, 15 again, with some of the subtleties of how options get 16 priced and settle and so forth. 17 But generally speaking, the downside risk over 18 any timeframe from last night's close is somewhere in the 19 neighborhood of 15 to 20 cents. We're working pretty 20 hard to take some of that off the table ongoing over the 21 next days and weeks. 22 I hope that's not too technical, and it's 23 helpful. I will turn the discussion over to Kimberly and 24 certainly be ready to take questions when she's done in 25 terms of elaborating on that particular update.</p>

<p style="text-align: right;">Page 13</p> <p>1 So, Kimberly, go ahead.</p> <p>2 MS. RIOS: Thanks, Ed. That might have been a</p> <p>3 little bit too technical in some aspects, but hopefully</p> <p>4 that was well followed by everyone.</p> <p>5 Year to date for the funds, hedge futures is at</p> <p>6 11.32 percent and hedge commodities at 11.38 percent. So</p> <p>7 neck and neck. It almost feels like a competition</p> <p>8 between the two funds at this point.</p> <p>9 For hedge commodity, we are almost at \$40</p> <p>10 million for AUM.</p> <p>11 For the volatilities, what we're looking at</p> <p>12 right now is we're seeing that oil is at an elevated</p> <p>13 level of volatility. Corn is just about in the middle.</p> <p>14 And gold is still considered at a low volatility area.</p> <p>15 Going back to oil, we've had some decent moves</p> <p>16 but not as extreme as what we saw in August, the</p> <p>17 beginning of August there.</p> <p>18 For corn -- corn in the past month, it is back.</p> <p>19 Yesterday, it was back trading where it was a month ago,</p> <p>20 but it had gone down 30 to 40 cents. And so it had a</p> <p>21 nice bounce off of its bottom.</p> <p>22 And then for gold -- gold has been in a pretty</p> <p>23 tight trading range over the past month, month and a half</p> <p>24 or so.</p> <p>25 The events that we're looking at coming up that</p>	<p style="text-align: right;">Page 15</p> <p>1 With that, I will give it back to Adam.</p> <p>2 MR. WALZACK: And I'll do a quick lateral back</p> <p>3 to Mike so you can moderate questions that might come in.</p> <p>4 MIKE: Certainly. Thanks, guys. Again, folks,</p> <p>5 if you do have a question, please hit * then 5. Guys, I</p> <p>6 did get a couple email questions here which I'll start</p> <p>7 off with while we're waiting for folks to put their hand</p> <p>8 up in the queue who are on the phone.</p> <p>9 The first question that we got emailed in was -</p> <p>10 - and I'm reading it verbatim -- how long did it take for</p> <p>11 the Catalyst Hedge Futures Strategy Fund to react to the</p> <p>12 market conditions of 2008? How long did that shift from</p> <p>13 a long market to a short market take? And how long would</p> <p>14 the models take in the shift today if a similar situation</p> <p>15 arose?</p> <p>16 I could repeat any part of that if you need it.</p> <p>17 MR. WALZACK: Well, let me answer that question</p> <p>18 maybe with a little bit of a generic description of how</p> <p>19 we choose to enter positions.</p> <p>20 So 2008, market conditions, my recollection and</p> <p>21 what I'm trying to recall is when volatility really began</p> <p>22 to spike and when we first got our flattening of term</p> <p>23 structure. And I believe that certainly happened as</p> <p>24 early as January of 2008.</p> <p>25 And I recall that in Q4 of 2007, we were doing</p>
<p style="text-align: right;">Page 14</p> <p>1 could affect the markets are the FOMC meeting and then</p> <p>2 the OPEC meeting at the end of the month.</p> <p>3 We are paying attention to the crops, the</p> <p>4 percent harvested, the quality coming in, and the weather</p> <p>5 that's going on.</p> <p>6 For our ranges in the markets, we have pretty</p> <p>7 wide ranges For oil, we're looking for October</p> <p>8 expiration \$30 to \$53 -- ideal would be about \$50.</p> <p>9 Gold \$1,263 to \$1,430, and we'll have a much</p> <p>10 smoother ride if it can maintain between \$1,320 and</p> <p>11 \$1,370. And then for corn \$3.04 to \$3.50, with an ideal</p> <p>12 at \$3.15.</p> <p>13 Right now we're 60 percent invested in gold; 25</p> <p>14 percent in oil, and 15 percent in corn. And we have</p> <p>15 positions in oil and gold that go out in January and corn</p> <p>16 into December.</p> <p>17 Forward-looking statements -- we're looking</p> <p>18 forward to just slow and steady upward movements through</p> <p>19 October, as long as there's no large individual movements</p> <p>20 in any one of the markets.</p> <p>21 And then we do have quite a few gold positions</p> <p>22 for November if something were to happen with the</p> <p>23 election. But we have positions above and below the</p> <p>24 market. So if there is some increased volatility, we</p> <p>25 should benefit from that in November.</p>	<p style="text-align: right;">Page 16</p> <p>1 some put trades. Nothing has really changed about the</p> <p>2 way we apply that strategy.</p> <p>3 As I mentioned, we look for a flattening of the</p> <p>4 curve. If you're following along at home for some</p> <p>5 strange reason and want to understand what that curve</p> <p>6 looks like without plotting it as we do, you can look a</p> <p>7 couple of shorthand ways.</p> <p>8 One is the VXV is a 90-day version of the VIX.</p> <p>9 Remember that the VIX is a 30-day-to-expiration number.</p> <p>10 A shorthand for that curve being flat is when the VIX</p> <p>11 and the VXV are equal levels.</p> <p>12 Today the VIX is probably about -- still at</p> <p>13 about a 6 or 7 percent discount to the VXV. So 30-day</p> <p>14 options are 6 or 7 percent cheaper from a volatility</p> <p>15 perspective than 90-day.</p> <p>16 We love to see those two equal. We start to</p> <p>17 get in actually at anyplace where the discount is less</p> <p>18 than 10 percent because the normal discount is as much as</p> <p>19 20 or 25 percent.</p> <p>20 So we look at when that number gets under 10</p> <p>21 percent, we start to look. We do some more in-depth</p> <p>22 analytics on the entire curve. But again, that's a</p> <p>23 shorthand for you.</p> <p>24 If you don't even want to pay attention to the</p> <p>25 VXV, the best shorthand is that flattening of the curve</p>

<p style="text-align: right;">Page 17</p> <p>1 generally occurs with a VIX higher than 20 percent. So 2 it's very likely that that curve is flat when you see a 3 VIX above 20, and that would cause us to jump in. 4 So the real question is how long do those 5 conditions apply because we scale in -- we scale in more 6 actively now than back in 2008, when the fund was 7 smaller. That's about the biggest change. 8 When the fund was smaller we might jump in once 9 or twice a week and now we're in once or twice a day. 10 But it's bigger chunks. 11 So the timeframe is relatively much the same. 12 We would likely come to a full position over the course 13 of a month or so. And then ride that volatility and 14 continue to add and take off positions, much as we do on 15 the call side. Adjust take profits, add new positions, 16 take off old positions into expiration. 17 It's the same type of rolling adjustment and 18 trading style, it's just that we only do it as long as 19 those volatility conditions stay in place. 20 And in the history of the market since 2008, we 21 really haven't experienced those types of volatility 22 conditions where that curve stays flat for much longer 23 than six to eight weeks, which is barely long enough for 24 us to get through an options expiration cycle and take 25 profits.</p>	<p style="text-align: right;">Page 19</p> <p>1 But relative to the size of the capital, we 2 just the same metrics in terms of positions per unit of 3 capital. We use the same analytics to trigger trades. 4 We use the same adjustment techniques and so forth. 5 So we're doing the same things and reacting to 6 market conditions. If we see 2008 market conditions 7 again, we would anticipate a very similar trading pattern 8 in the fund, just with zeroes added to the size of the 9 positions. 10 MIKE: All right, great. Do appreciate the 11 explanation there. I got my first call coming in from 12 area code 919-719. Your line is now open. 13 UNIDENTIFIED CALLER: Hey, Ed, good afternoon. 14 Just a couple of questions. Number one, does the size 15 of the fund that it's currently at today preclude you 16 from taking gains as quickly as you would like to? 17 And number two, with today's -- your 18 expectations for today with the market down, would that 19 also erode -- would you be expecting a further erosion of 20 gains going forward with this market move today, like, it 21 was on Friday? 22 MR. WALZACK: Yeah, let me answer that last 23 part first because the answer is yes. And again, go back 24 to what I said in terms of the fund is now behaving like 25 a long call option.</p>
<p style="text-align: right;">Page 18</p> <p>1 So I guess the short answer to what I'm reading 2 into to that question is that we're not doing anything 3 different today than what we did in 2008. We use the 4 same analytical triggers. We put on the same types of 5 put-spread trades to capture volatility. 6 The difference is really all about when are 7 those conditions present, and do they stay in place long 8 enough so that we're able to repeat a 2008 environment where 9 conditions were in place for the entire year, 10 essentially, we traded in 2008 volatility trades all year 11 long. Had a great year. Those are the homerun trades 12 for us. 13 Since then we haven't -- in 2011 was the only 14 time we had even a quarter of the year worth of 15 volatility conditions. And during that time we made some 16 pretty good money. 17 But again, those conditions were appropriate 18 for a put side of our strategy but still nothing compared 19 to the levels of volatility we saw in 2008. 20 So again, the bottom line is to say we're doing 21 the same things. We do some different things with 22 scaling of trades because of our size, and that just 23 means, as I said, now we're trading a thousand contracts 24 or two thousand contracts a day. And back in the day, we 25 might have traded a hundred contracts in a week.</p>	<p style="text-align: right;">Page 20</p> <p>1 So imagine on Thursday of last week if you went 2 out and bought a call option on a stock, and let's say 3 you paid \$10 for your call option. Well, Friday's 4 decline, I mean, you're happy because you paid \$10 for 5 the call option and you know you can't lose more than \$10 6 -- even if the stock you bought, let's say it's Tesla or 7 something -- if the stock loses 50 bucks on a day like 8 Friday, you're only down -- at expiration on that option, 9 you're only down 10 bucks. 10 However, on Friday, that \$10 option probably 11 turned into a \$5 option. So you lost some money even 12 though your risk is limited. And that's the way the fund 13 is behaving. 14 Similarly, market snaps back on Monday, that \$5 15 call option goes back to \$7 or \$8. And today that \$7 or 16 \$8 option is going to go back to maybe \$5 or thereabouts. 17 So that's how the portfolio is behaving. Now, 18 we don't own a single call option. So what we have the 19 ability to do is we have multiple long and short call 20 options at different strikes, and we are taking off both 21 long and short options to take the premium value of that 22 position and put it in the bank. 23 As I said, over the last couple weeks, we went 24 into in raw dollar terms, two weeks ago, we had about 25 \$125 million of unrealized gains.</p>

<p style="text-align: right;">Page 21</p> <p>1 In other words, we had a long call option worth 2 \$125 million. During those two weeks, the fund's NAV 3 bounced up and down, but great for comparison purposes, 4 as of yesterday's close, it was exactly what it was when 5 we had \$124 million of unrealized long call option 6 premium. 7 As of last night, we had in the neighborhood of 8 \$55 million. So you can see we've made some progress in 9 two weeks taking that off the table. 10 But we do still have some exposure. We're 11 continuing to work through taking more of that off the 12 table, again, commensurate with our risk-return tradeoff. 13 So that's the answer to the second part of the 14 question. The first part of the question is size is 15 really not influencing what we do, no matter -- in fact, 16 it actually helps us. 17 Because when the fund was smaller, we had far 18 fewer positions and far fewer strikes, and far fewer 19 expiration periods. So what that meant was we kind of 20 had -- we were faced with more of an all-or-nothing 21 decision. 22 In other words, we had more difficulty taking 23 off partial positions because we had a scenario where if 24 we take off anything, we're completely out of that 25 expiration. So it was almost an all-or-nothing decision.</p>	<p style="text-align: right;">Page 23</p> <p>1 an ongoing capacity analysis that we did a few months 2 back that we update on a monthly basis. 3 And it revolves around the constraints that we 4 face, and the constraints we face are execution. In 5 other words, are we still able to trade within the bid- 6 offer spread in the marketplace. 7 And also capacity in terms of our brokerage 8 facility and the risk that they're willing to take on for 9 some of our short options positions. 10 So we monitor those two major constraints. We 11 monitor our growth rate. We monitor our selling efforts 12 and our distribution channels. And we're good now, and 13 we have an eye on it. 14 We take very seriously our fiduciary 15 responsibility around not sacrificing shareholder return 16 for the sake of size. 17 And I think we're pleased that so far this 18 year, our performance is actually our best year in the 19 last three -- in fact, in the last four is this year. 20 And certainly, we're far bigger this year than we were at 21 any time in those past periods. 22 So far we're very comfortable, but we are 23 monitoring the size very carefully. 24 UNIDENTIFIED CALLER: Thank you. 25 MIKE: All right, thanks very much for those</p>
<p style="text-align: right;">Page 22</p> <p>1 Where now we have so many positions across so 2 many months that we can -- in a very smooth fashion 3 decide that look, let's take \$5 million out of October 4 because the way we're positioned there, as we model it 5 and graph it, that's the place to do it. 6 Let's leave the positions on in end of 7 September because -- again, the way we model it, the way 8 we look at volatility, that's a better place to have it. 9 We have more levers to pull so that -- I think 10 size is actually an advantage in doing that. 11 Now, we certainly do have to -- as we talked 12 about the size of the fund execution, we have to be a 13 little more careful about our execution so that we don't 14 come in and step all over the market with all at one 15 time. 16 But that's a relatively minor factor. I think 17 that's outweighed by the benefit of having more levers to 18 pull and more a diversified across expiration period and 19 strike price portfolio. 20 UNIDENTIFIED CALLER: Thanks, Ed. So as we 21 approach \$4 billion, you're still feeling comfortable 22 with the size of the fund? 23 MR. WALZACK: Yeah, we are. We certainly have 24 that size discussion much more frequently than we did at 25 \$1 billion. and we monitor it very carefully. We have</p>	<p style="text-align: right;">Page 24</p> <p>1 questions. Once again, folks, if you do have a question, 2 please hit * then 5 and it's * then 5. 3 I do have one more question that was emailed in 4 while we're waiting for additional questions to come in 5 live on the phone. 6 The next question I have emailed in here, and I 7 know you've addressed this before, and it circles a 8 little bit around interest rates and what would happen -- 9 or how would you -- do you plan out any interest rate 10 hikes? And how would you react the fund to a 25-basis- 11 point hike or a 50-basis-point hike by the fed? 12 MR. WALZACK: Sure. So we don't take into 13 account interest rates in terms of the analytics we do 14 enter or exit or adjust positions or any other part of 15 managing the portfolio with a couple exceptions. 16 One is that the way we manage our portfolio and 17 the nature of options, we -- as I mentioned, we try to 18 offset any option purchases with option sales in terms of 19 the money we spend to minimize that downside to an 20 options contract, meaning it expires. 21 So we don't want to spend \$100 million on 22 options and watch that expire. So when we buy options 23 for \$100 million, we sell them somewhere else for \$100 24 million. We try to stay neutral. 25 What that means is while we have certain</p>

<p style="text-align: right;">Page 25</p> <p>1 collateral requirements against the short positions that 2 we have in the options market, at any given time, we have 3 the entire fund's portfolio available in cash, with the 4 exception of what's dedicated to collateral requirements, 5 which is generally less than half the portfolio and often 6 less than a third of the portfolio. 7 So the net of all this is we have a lot of cash 8 that is not used in this traditional sense in terms of 9 purchasing assets. It's not sitting in the form of 10 equity holdings, for example, or other asset holdings. 11 So we do pay attention to how can we take this 12 cash and earn a safe, secure interest or fixed-income 13 return on that cash to supplement the return that we earn 14 from our strategy. 15 And so what that means is, and those of you who 16 stay awake late at night studying the pages of the 17 prospectus -- our prospectus allows us to invest in 18 securities of three-year duration or less, and we are 19 generally invested in Treasuries. 20 We have a reasonably significant -- excess of a 21 billion dollars in short-duration Treasuries. Our 22 duration is somewhere in the low twos -- two and a 23 quarter years, thereabouts. 24 So rising rates are actually something from 25 that standpoint that will help us. We can layer a little</p>	<p style="text-align: right;">Page 27</p> <p>1 interest rate decision is announced, or when a Fed 2 governor speaks. 3 So we will take into account the knowledge that 4 an event may move the market. We don't attempt to 5 predict exactly how it will move the market. We just 6 know that it is likely a good decision for us to perhaps 7 go quiet and react, rather than do something in advance 8 and wish we hadn't. 9 So that's really kind of a broad basis of how 10 interest rates affect what we do. 11 MIKE: All right, great, appreciate that 12 response there, Ed. I do have a couple questions on the 13 live queue here. First question is coming from area code 14 203-387. Your line is now open. 15 UNIDENTIFIED CALLER: Thanks, Ed. And thanks 16 for doing these calls on a weekly basis and providing 17 kind of the transparency that you do. It means a lot to 18 us investors. 19 One quick question, there's been a lot of kind 20 of talk in the media about pension funds getting into 21 kind of the options market. And I think specifically 22 into kind of put-writing strategies. 23 You know, there's talk about South Carolina and 24 Hawaii getting into this market. And I assume, you know, 25 kind of the search for yield and just -- strategies are</p>
<p style="text-align: right;">Page 26</p> <p>1 bit of fixed-income return over the top of our strategy. 2 But we don't use -- interest rates are, in 3 fact, a contributor to options valuation, but an 4 incredibly minor contributor to options valuations. And 5 we don't really use them in models that we look at. 6 The other thing about interest rates, of 7 course, is that we've all been trained for many years now 8 to watch the Fed and to watch what they do with interest 9 rates and the equity markets, the S&P, obviously the 10 market we trade in is sensitive to interest rate 11 decisions. 12 So from that standpoint, again, we're not 13 predictive. We don't sit back and say, wow, if interest 14 rates go higher, equities are going lower, and we're 15 going to take advantage of that by doing X, Y, or Z. 16 We do, however, pay attention to Fed meetings 17 and to events that we know have the potential to place 18 volatility into the marketplace. So that for example, 19 it's not unusual for us in both funds -- gold is very 20 sensitive, for example, to interest rate decisions. 21 So that Kimberly and I will look at the 22 economic calendar and say, look, Janet Yellen is speaking 23 on Friday, let's go quiet for Wednesday and Thursday in 24 gold. Let's hold off, maybe, on a couple S&P trades and 25 instead react to however the market reacts when the</p>	<p style="text-align: right;">Page 28</p> <p>1 driving this. 2 What does that mean to you guys? Are you guys 3 seeing higher volumes? What impact does that have on 4 kind of the VIX structure when you have kind of a new 5 level of I guess participation by these entities? 6 MR. WALZACK: Well, it's interesting that you 7 mention that. I read an article, and I'm struggling now 8 when you brought it up within the last week or two that 9 mentioned exactly that. Now, I don't recall -- it may be 10 the same article that both of us have read. 11 But the highest level answer to that question 12 is that liquidity is good. So if more people are jumping 13 in and doing anything with options -- buying them, 14 selling them, who knows what -- that's good for us. 15 Secondly, it's not surprising to me we've 16 had such a low volatile -- low volatility regime. We've 17 had what many market participants perceive as a Fed put, 18 meaning the Fed won't let the market crash, so it's safe 19 to sell puts below the market. 20 That's been a philosophical mindset I believe 21 that's been in the marketplace. And it would have seemed 22 I think astonishing to observers five or ten years ago to 23 think that pension plans would go out and write put 24 options. 25 Because the naked selling of a put option in my</p>

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1 view is one of the riskiest trades on the planet and has
2 a terrible return profile.

3 You collect a small amount of money and expose
4 yourself to unlimited losses in the event of a correction
5 or bear market.

6 So from that standpoint, you know, naked put
7 writers, I don't want my pension in that plan. But
8 that's another story.

9 Liquidity is good. I do think it reflects a
10 prevailing -- and I think, again, just personal opinion
11 not related to how we manage the fund, but personal
12 opinion is an unwarranted sense of complacency about
13 downside risk in the equity markets.

14 It's not something certainly that we do as a
15 part of our strategy. But it is something that, you
16 know, is reflective of yet another avenue of a chase for
17 yield and a chase for return.

18 You may very well know, and I hope I won't
19 offend anyone by saying this, but cash-secured put
20 writing is a not uncommon strategy in equity portfolios
21 to -- as the strategy goes to have someone pay you to buy
22 the stock you want to buy anyway at a lower price,
23 meaning you want to buy a stock at 50 bucks, great news.
24 It's a \$55 now, so sell a \$50 strike put. And if the
25 stock goes down to \$50, the worst case is you are

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1 assigned the stock. You own it anyway. You like to own
2 it. Great news.

3 What people don't understand about that trade
4 is, think about it, if you have a stock you want to own
5 at \$50, it's at \$55. You sell a put at \$50 for two
6 bucks. You get to keep the two bucks. The stock goes to
7 \$70, you're sitting there with two bucks in your pocket,
8 instead of the \$15 profit if you bought the stock.

9 Second if the stock goes from \$55 down to \$30,
10 you own the stock at \$50. You just lost 20 bucks offset
11 only by the \$2 you received in the premium. So there's
12 almost nothing that can happen about that trade that is a
13 good thing.

14 So again, I won't go on any longer on the call.
15 It's not the purpose of this call, but that's -- I
16 occasionally give seminars on options.

17 And the world's worst trade, it's actually a
18 dead-heat tie is a covered call or a cash-secured put.
19 That's just again, personal opinion.

20 UNIDENTIFIED CALLER: Thank you.

21 MIKE: All right, thanks very much for the
22 question, do appreciate it. I have another question in
23 the queue here coming from area code 646-827. Your line
24 is now open.

25 UNIDENTIFIED CALLER: Ed, I wanted to ask you

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1 two things. One, what's the downside risk in the fund
2 right now if things don't work out on harvesting the
3 gains?

4 And two, under what circumstances would you
5 start putting on puts?

6 MR. WALZACK: Sure. So the downside now is
7 roughly -- coming in today is roughly 17, 18 cents at
8 NAV, and that's the unrealized value of the calls.

9 As I said, you know, so we have long and short
10 calls. There's certainly some extreme scenarios by which
11 if the market really crashed and volatility went through
12 the roof, the settlement values on the short calls way
13 above the market might actually put us into a negative
14 call position. And so you might see a little more
15 downside than that.

16 But there is no actual downside risk with short
17 calls on the market. So that's merely a settlement
18 value. The actual risk is that everything we hold today
19 goes to zero.

20 And if that happened, we'd be looking at around
21 17 or 18 cents from last night's NAV settle.

22 So again, call option -- it's as though we took
23 -- today it's as though we yesterday took 18 cents of NAV
24 and invested in an S&P 500 call option. And that's how
25 it's going to behave over the next month or month and a

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1 half or so.

2 I'm very confident that we can take -- it
3 becomes more difficult to take that off the table because
4 as it evaporates, there's less to take off the table.

5 But we can certainly -- we've taken a little
6 bit off the table today. We'll continue to do that as
7 rapidly as we can consistent, again, with our risk-return
8 tradeoff.

9 But the short answer is the number is 17 or 18
10 cents from last night's NAV settle.

11 And you also asked about when we're going to
12 put on our put positions. Again, we use volatility
13 analytics do that. We are actually in range. I looked
14 before the call intraday at our models. We're in the --
15 the green light is on for us. It wasn't yesterday. It
16 was on Friday.

17 So you can see we're kind of at the edge of
18 where we start to do that. And again, if you play at
19 home, the simplest way is usually a VIX of 20 will get us
20 there.

21 Right now the VIX I think is somewhere around
22 19 -- when I looked earlier today. So we're -- as you
23 could see, we're kind of at the margin right there.

24 We've elected from a discretionary standpoint -
25 - there's a couple things we do discretionary. We have

<p style="text-align: right;">Page 33</p> <p>1 all our stuff is driven analytically, but we use 2 discretion in terms of we can refuse an analytical entry 3 signal. We don't refuse any risk exits. 4 We can refuse by our discretion an analytical 5 entry signal. We did that on Friday. We're going to do 6 it again today because the signal is a marginal one and 7 because we think we're best served now to manage that 8 unrealized gain in the call positions. 9 But we're right there, and if it gets any 10 better -- meaning if you see a continued slide, we would 11 likely, as early as the end of this week or next week 12 begin pretty aggressively the scaling to put positions. 13 But again, it's all driven by volatility. When 14 that curve flattens -- the curve usually flattens with a 15 VIX somewhere above 20. 16 If you want to look at the VXV, it's readily 17 quotable on anybody's quote service. Look at the VIX, 18 look at the VXV. When those two things are equal, you 19 can bet we're putting on put positions. 20 UNIDENTIFIED CALLER: Ed, how fully invested 21 are you right now? 22 MR. WALZACK: How fully invested are we right 23 now? As I said on a put side -- we treat our put and 24 call portfolios by the way separately. I mentioned that 25 in the past because they are very different strategies.</p>	<p style="text-align: right;">Page 35</p> <p>1 Would that be a correct statement, Ed? 2 MR. WALZACK: Yeah, as I mentioned, you know, 3 typically we can get a pretty good-sized position over 4 the course of three to four weeks. 5 As long as volatility stays in that 6 neighborhood, that flat curve that we need to put on 7 positions, and as I mentioned, we're at the margin now, 8 meaning on Friday, we had the faint green light and 9 elected to ignore it. 10 On Monday, we were back out. Monday said, no, 11 don't do puts. Today we're back in. But again, it's the 12 faint green light. We're right at the margin. 13 So we don't need to take marginal positions 14 now. We've got plenty to do on the call side. 15 If the market were going to continue to decline 16 over the next day or two or three as I said, we might be 17 right there in a solid put entry position as early as the 18 next day or two. 19 And if that's the case, then we'd get to work 20 and it would take us probably three to four weeks to 21 build up a sizeable position. 22 And then we'd need another month -- four to six 23 weeks -- of elevated volatility to being to show some 24 gains from those positions that we entered. That's kind 25 of how it might play out.</p>
<p style="text-align: right;">Page 34</p> <p>1 So we look at both. We look at our position 2 limits on the call side, our position limits on the put 3 side. 4 On the put side, we certainly have some 5 positions on there, but it's essentially zero. On the 6 call side, we are -- let me quote you, we have an 7 expiration period on Friday. So I could tell you today 8 that we're 60 percent invested. On Friday, that will 9 drop to about 40 percent. So 40 percent is about the 10 right number in terms of our call positions. 11 We are -- we entered a few positions. A couple 12 weeks ago, we had nothing going on past the middle of 13 October. We have entered some positions in November and 14 a small amount in December expiration. 15 But we'll be down at the 40ish percent invested 16 range after expiration on Friday. 17 UNIDENTIFIED CALLER: Okay, thank you. 18 MIKE: All right, thank you very much. Do 19 appreciate the question there. And I will call last call 20 for any questions here live. 21 While we're waiting one of the things I like to 22 reiterate based off what Ed just said there, that's why 23 when you look at the VIX and you look at where Ed really 24 gets in his wheelhouse is when that VIX is over 20 for 25 extended periods of time to build up that position.</p>	<p style="text-align: right;">Page 36</p> <p>1 MIKE: Right, so initially when you start to 2 see volatility perking up and the fund may sit a little 3 flat, that's more because you're building up those 4 positions, and as that becomes more extended, that's 5 where you really see the benefit in that put side of the 6 strategy. 7 MR. WALZACK: Correct. 8 MIKE: And I know that's a question that does 9 come up often when the markets really start going 10 haywire. Hey, the fund was flat. It didn't do anything. 11 But the market is down, it's more because of that build- 12 up period, that few weeks it takes to really establish 13 the positions before you reap the benefits. 14 MR. WALZACK: Sure, and I can elaborate on 15 that, Mike, because the way we -- I've said in the past, 16 when we talk about being long volatility, we're not using 17 volatility instruments. 18 So we don't -- the commonsense or the natural 19 way to think about it, wow, if the VIX is sitting at 11, 20 and volatility is historically low, why don't you just 21 grab some long volatility position, and when that spike 22 comes, then you'll make some money. 23 Two things, we don't trade that way. The way 24 we trade is -- we would actually lose money on a 25 volatility spike if we entered when volatility was low</p>

<p style="text-align: right;">Page 37</p> <p>1 because of how that volatility curve behaves in what we 2 do.</p> <p>3 And we don't take volatility positions in 4 volatility instruments. You could buy a long VIX ETN 5 when the VIX is 11. And I can tell you that if the VIX 6 stays at 11 for a month, you're going to lose a bunch of 7 money. So that's why we don't trade them.</p> <p>8 So there's actually only -- there are very 9 limited ways to capitalize on volatility. We like, the 10 one we have. And that says that we'll go long volatility 11 when that curve flattens and we can do it with S&P 12 options, and we can do it in a way that if volatility 13 collapses, we break even instead of losing money or 14 volatility stays flat, we break even rather than losing 15 money by taking a position and then not having a market 16 do what we hope.</p> <p>17 MIKE: Right, right, perfect. While we were 18 chatting there, Ed, we did have one more question pop in 19 the queue here, so let me open your line. Area code 860- 20 863, your line is now open.</p> <p>21 UNIDENTIFIED CALLER: Hi, Ed. Thanks for the 22 calls again. Back in the fall of 2013, when we first 23 became familiar with your fund, we set up a call with you 24 in our office. And at that time, I asked you about 25 commodities and whether or not you considered investing</p>	<p style="text-align: right;">Page 39</p> <p>1 other markets.</p> <p>2 We tested liquidity in the commodities space.</p> <p>3 We looked at volatility levels -- absolute volatility 4 levels, volatility skews. We did a tremendous amount of 5 homework to identify markets that we felt could -- we 6 could take advantage of using some of our options 7 strategies.</p> <p>8 So it was really driven by our original market, 9 by us anticipating that at some point, we are going to be 10 too big a player in the market. We'll have too many 11 assets and looking for opportunities.</p> <p>12 We actually looked European equities. We've 13 looked at NASDAQ and other equity markets, options-wise.</p> <p>14 And we actually discovered in the three markets we trade 15 now -- corn, gold, and oil -- we discovered sufficient 16 liquidity, first of all.</p> <p>17 And we also discovered some very interesting 18 volatility conditions which I think Kimberly has talked 19 about.</p> <p>20 In the three markets we trade, we've had some 21 great opportunities. The commodity fund has done very 22 well this year by taking advantage of volatility that has 23 occurred sort of alternately in each of those three 24 markets.</p> <p>25 So the bottom line is that the growth in the</p>
<p style="text-align: right;">Page 38</p> <p>1 in commodities also.</p> <p>2 And if I recall correctly, I believe you said, 3 well, you weren't as familiar at that time with 4 commodities, that they were more volatile.</p> <p>5 And you gave the impression that it just was a 6 much riskier proposition than your understanding and your 7 knowledge of the S&P 500 futures and all that.</p> <p>8 So I guess one of my questions is what changed 9 to make you decide to do the commodities fund?</p> <p>10 MR. WALZACK: Sure, well, I'd love to have the 11 court reporter play back that conversation for accuracy. 12 But it does sound like you've got it mostly right.</p> <p>13 The commodities space was at the time something 14 that -- basically our argument was, look, we know the 15 S&Ps. We've been trading the S&Ps for a long time. 16 There's really no reason to look to other markets.</p> <p>17 We now offer a commodity fund because as we 18 grew the S&P fund -- we got an earlier question about 19 capacity, we've been very conscious about capacity in the 20 market. So we began to look more aggressively for ways 21 to apply the successful options strategies we have to 22 other markets.</p> <p>23 So we did a lot of homework, and that's been 24 enabled by bringing Kimberly on board back in 2014. We 25 did a lot of research, a lot of back-testing into the</p>	<p style="text-align: right;">Page 40</p> <p>1 S&P fund led us to look for alternate markets from a -- 2 really a pure liquidity and the ability to deploy assets.</p> <p>3 And our research led us to identify what we 4 thought were good opportunities to apply our strategies.</p> <p>5 By the way, although I've not been a very 6 active trader personally in the commodity markets, I 7 actually cut my teeth in grains and softs -- softs are 8 things like cocoa and sugar and orange juice and so on 9 back in the '90s as a commercial manager.</p> <p>10 So my greatest level of familiarity is in corn, 11 but I have traded some of the other commodities, as well. 12 It actually led me to the commodity-based S&P futures 13 that we use now instead of S&P equities in the commodity 14 fund.</p> <p>15 And not only that, I mean, Kimberly has spent 16 countless hours of research and back-testing and now does 17 a majority of the trading on the commodity side.</p> <p>18 So we have we think done a good job of 19 developing that expertise and translating our strategies 20 to the commodity fund. And the results so far look 21 pretty good from our end.</p> <p>22 UNIDENTIFIED CALLER: I have one more question I 23 wanted to ask. A couple of times you've mentioned that, 24 you know, you're always worried about capital 25 preservation, and you've mentioned like, an 8 percent</p>

<p style="text-align: right;">Page 41</p> <p>1 loss -- if you hit an 8 percent loss at any point in 2 time, you know, I'm just interested in what exactly would 3 happen. 4 And whether or not that 8 percent also -- I'm 5 assuming it also applies to the commodities fund also? 6 MR. WALZACK: Yeah, what we generally do is we 7 model our exposure. We stress both portfolios looking 8 out at various price points and volatility changes up and 9 down in -- certainly in the S&Ps and then each of the 10 commodity markets that we trade in with the goal of 11 holding that loss to 8 percent. 12 And we do that by identifying where -- you 13 know, that's the one predictive thing we do it's on the 14 risk side. We continue to talk about how we react to 15 markets in terms of entering positions and adjusting 16 positions. 17 We do try to anticipate market moves in terms 18 of the risk presented to the portfolio. And what that 19 amounts to is we do have a hard stop at 8 percent. We 20 would flatten the portfolio roughly at 8 percent. 21 We chose 8 percent by the way expecting that 22 there may be some slippage in the event that we ever 23 actually had to liquidate the portfolio or even 24 neutralize its exposure to whatever was causing the risk, 25 there might be some slippage in doing that.</p>	<p style="text-align: right;">Page 43</p> <p>1 if the market moves 10 percent -- whatever market it is - 2 - and if that gives us an uncomfortably large loss, we'll 3 go in and hedge that thing. 4 Now that 10 percent move might never occur, but 5 if we get even 3 percent in that direction, then 6 automatically we have that additional cushioning. 7 And in that circumstance, then we'd look again 8 at the model and we'd say, oops, we still have a problem. 9 We'll hedge some more. 10 So it's a very gradual type of hedging 11 scenario. We've never really had to liquidate the 12 portfolio or to neutralize it because our ongoing hedging 13 techniques -- we use hedging instruments. That's what we 14 trade in. That's what options are really built for. 15 So our hedging techniques allow us to cushion 16 price movement and we're never in a situation where we 17 have sort of a hard stop loss, and we're sitting just 18 waiting for that 9 percent to get triggered and then we get 19 out because we're constantly hedging. 20 That's the first thing we do every day is to 21 identify risks and tune up our hedges if they're not 22 sufficient. 23 And that allows us to avoid that hard stop and 24 still maintain our drawdown discipline. 25 UNIDENTIFIED CALLER: Okay, and that applies to</p>
<p style="text-align: right;">Page 42</p> <p>1 So you might get 8.5 or 9 percent or 2 thereabouts, but 8 percent is the number to try and least 3 keep it to single digits. 4 The number by the way is reflective of what we 5 feel like we can earn in a year, so that risk metric was 6 originally developed long ago to say, look, we never want 7 to have somebody underwater in this fund for longer than 8 a year. 9 And so if we can very comfortably in any given 10 year even under not ideal conditions earn an 8 percent 11 return, then we better not have a drawdown of greater 12 than 8 percent. 13 So it started out in somewhat of an arbitrary 14 way. But with both real-time experience and back- 15 testing, that 8 percent number is a pretty good number. 16 In other words, it doesn't inhibit our -- by controlling 17 to that number, it does not inhibit our potential for 18 returns. 19 And yet at the same time, it does meet our goal 20 to limit drawdowns in terms of severity and also in terms 21 of duration. 22 But the bottom line is as we look ahead and 23 stress the portfolio and we identify a condition that is 24 out of bounds, we will hedge that right now. 25 And so as a result -- so you say, what happens</p>	<p style="text-align: right;">Page 44</p> <p>1 both the commodities and the hedged futures? 2 MR. WALZACK: Yeah, that's correct. 3 UNIDENTIFIED CALLER: It's the same strategy. 4 MR. WALZACK: I will tell you the commodity 5 fund presents an additional challenge from the 6 standpoint, it's not a single market. 7 In other words, we can accumulate all of our 8 positions regardless of expiration month, strike place, 9 et cetera in the S&P fund and model it. 10 We have to model, obviously, gold separately 11 from oil, separately from corn, so we have some -- a 12 little bit more complex metrics in place than a simple 8 13 percent if this happens or that happens. It's actually a 14 little bit more complex to do the modeling. 15 But the goals are the same, and at this point, 16 and we have reason not reason to believe that they won't 17 be as successful. 18 UNIDENTIFIED CALLER: Okay, thank you very 19 much. 20 MIKE: Great, appreciate that question. And I 21 know we're approaching the hour here. Ed, I do have one 22 question, sneak in here. So I'll open up for that 23 question here. Area code 512-258, your line is now 24 opened. 25 UNIDENTIFIED CALLER: Yes, good afternoon.</p>

<p style="text-align: right;">Page 45</p> <p>1 Thank you for the call and the wonderful job you're doing 2 running the funds. 3 Could you just reiterate one more time the 4 ratio of the VXV to the VIX that you need to be in your 5 sweet spot? And the duration that the two instruments 6 stay in that ratio? And thank you very much for -- 7 again. 8 MR. WALZACK: Sure, sure, you're welcome. 9 Appreciate the question, as well. 10 So that's not our hard and fast number that we 11 look at. We look at the whole curve, but that's a nice 12 shorthand, and it's an easy way for us to take a look at 13 what that curve is looking like. 14 So remember the VIX is a 30-day number, the VXV 15 is the 90-day number. 16 Typically, the VIX is at a discount as much at 17 20 to 25 percent to the VXV, in terms of what volatility 18 is priced into options. 19 We start to take a peek at our volatility 20 strategy when that discount gets less than 10 percent. 21 So if the VIX is at 15 and the -- see if I can do this -- 22 it's always dangerous to do math in your head on the 23 telephone, but let's see if I can accomplish that. 24 Here's a good way to do it. If the VIX is at 25 13.5 and the VXV is at 15, then the VIX is at a 10</p>	<p style="text-align: right;">Page 47</p> <p>1 happens with the VIX below 20 is happening today. I 2 think as I said the VIX is about 19. The discount is 3 about 7 percent. So you can kind of see how that works. 4 It's getting into range. 5 We would love --there are times when the VIX- 6 VXV ratio goes the other way. In other words, the VIX is 7 at a premium. The VIX might be at 35 and the VXV is at 8 30. That's what occurred to an even greater degree 9 during most of 2008, and that's a beautiful thing. 10 Because the curve is now inverted in what's 11 called backwardation. That's the perfect scenario for 12 our strategy. 13 So you can kind of see how this works. When we 14 start to get close to flat, the discount is small. Then 15 we start to get interested, we'd love to actually have 16 the shorter dated option be at a premium. 17 And that's the kind of thing we look at more 18 carefully than just the VIX-VXV. But that's a good 19 number. You can easily see on quote machines. 20 UNIDENTIFIED CALLER: Okay, maybe just one 21 follow-on to that, and then speak to the -- the duration 22 of time that's necessary while it's in that ratio or in 23 that sweet spot for the -- 24 MR. WALZACK: Oh, sure. 25 UNIDENTIFIED CALLER: -- the fund to thrive, I</p>
<p style="text-align: right;">Page 46</p> <p>1 percent discount. And so that's right at the borderline. 2 Today, before the call, as I said, I looked and 3 it looked like, about a 7 percent discount or so. So now 4 what that will do is cause us to go look at the entire 5 curve and identify whether we're in the neighborhood 6 where we'd like to place our positions. 7 Whether it's flat enough there, for example, to 8 put on put positions. In other words, we're generally 9 not dealing -- in fact, we're never entering 30-day 10 expiration options position. There's too much other bad 11 things going on with short-dated options. 12 So the VIX VXV is a shorthand, but since we're 13 not actually trading those 30-day options, that just 14 gives us a clue that we better go look carefully with our 15 models at the curve and see if it's flat enough somewhere 16 where we'd actually trade, which would be more likely 60- 17 to 75-day options and maybe 120- to 150-day options along 18 that curve. 19 But that's what would trigger us initially, and 20 that's what I'm recommending as kind of a shorthand for 21 someone that really wants to watch it at home. 22 Look at the VIX and VXV, and when that discount 23 is less than 10 percent, then you're starting to get a 24 flat curve likely somewhere along the way. 25 The other real shorthand way that almost never</p>	<p style="text-align: right;">Page 48</p> <p>1 guess. 2 MR. WALZACK: Sure. So the duration -- and 3 this applies to anything we're doing -- our options, 4 well, actually we're a little shorter in duration on the 5 put side than on the call side because typically, we're 6 doing put side in terms of a higher volatility 7 environment. 8 When volatility is high, volatility actually 9 acts on options like a time machine. When volatility is 10 high, options closer to expiration are much more 11 expensive than they would be normally, so to speak. 12 So in a normal environment, when we're doing 13 call options, we're going fairly far out. We're entering 14 trades 90- to 120-days out. 15 And that's sort of the cycle for our trades -- 16 90 to 120 days expiration, and we hope that the market 17 moves in a certain place. 18 On the put side, it's likely to be more like 60 19 to 90s days options to expiration, and that's kind of our 20 sweet spot in terms of realizing profits -- is 21 essentially our trading cycle. 22 And so again, on the put side it may be 60 to 23 90 days -- and maybe 30 days longer on the call side. 24 But once again, once we -- that's sort of the 25 minimum. If we have the good fortune to stay in an</p>

<p style="text-align: right;">Page 49</p> <p>1 elevated volatility environment, what happens is we put 2 on trades in that 60- to 90-day timeframe. 3 And then as we continue to put on trades, those 4 earlier trades come to expiration where we can make our 5 most money. But at same time, we're putting on others. 6 And so pretty soon, it's just like our call 7 situation. There was a time a month and a half ago we 8 had positions on six or seven different expiration 9 periods extending across as long as four or five months. 10 The same thing can happen if we get elevated 11 volatility for long periods of time. We'll continue to 12 roll. We'll put on some, for example, in an October 13 expiration -- October, December expirations, then we'll 14 do November, January. Then we'll do January, March. 15 And as long as that volatility continues, we 16 can build the portfolio. We can harvest profits from 17 once we put on two months ago. We can put on new 18 positions today and so forth. 19 So the minimum would be one trading cycle, 20 which is likely to be 60 to 90 days. But we'd love it to 21 go on forever to be honest with you. 22 UNIDENTIFIED CALLER: Right. Okay, well, best 23 of success. Thanks again. 24 MR. WALZACK: Thank you. 25 MIKE: All right, thanks very much for that</p>	<p style="text-align: right;">Page 51</p> <p>1 TRANSCRIBER'S CERTIFICATE 2 3 I, Mike McCormick, hereby certify that the foregoing 4 transcript is a complete, true and accurate transcription 5 of all matters contained on the recorded proceedings in 6 the matter of: 7 CATALYST HEDGED FUTURES STRATEGY FUND. 8 9 10 _____ 11 Transcriber 12 13 14 15 16 17 18 19 20 21 22 23 24 25</p>
<p style="text-align: right;">Page 50</p> <p>1 question. And we're now at the top of the hour 2:00. I 2 don't have any more questions in the queue. But if you 3 do have a question that comes up here over the course of 4 the next two weeks, you could always contact us here in 5 the internal sales desk. It's 646-8287-2761. Or you 6 could email us at info@catalystmf.com. And we'll get 7 those questions over to Ed and Kimberly and be more than 8 happy to respond to them and answer those questions. 9 Just as quick note, next call will be two weeks 10 from today on September 27th, and we're aiming the 11 October calls for October 11th and October 25th. And I'm 12 sure your internal or external wholesalers will keep you 13 apprised on those once we finalize up those October 14 calls. 15 Once again, folks, I do appreciate you taking 16 the time out to listen to Ed and Kimberly here. And, Ed 17 and Kimberly, thank you, as well, for taking the time 18 out. I know it has been pretty busy the past couple 19 days, so I'll let you get back to your thing. 20 And again, folks, thanks very much, and we'll 21 talk to you in a couple weeks. Enjoy the rest of your 22 day. Thank you. 23 (End of audio.) 24 * * * * * 25</p>	